

Message Text

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43

ACTION XMB-04

INFO OCT-01 EUR-12 EA-10 ISO-00 AID-05 CIAE-00 COME-00

EB-07 FRB-01 INR-07 NSAE-00 TRSE-00 OPIC-06 SP-02

CIEP-02 LAB-04 SIL-01 OMB-01 ACDA-10 DODE-00 PM-03

L-02 NASA-02 NSC-05 OES-05 CCO-00 OTPE-00 FCC-02

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FM AMCONSUL ANTWERP

TO SECSTATE WASHDC 1030

INFO AMEMBASSY JAKARTA 08

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E.O. 11652 N/A

TAGS: ETEL, BTIO, BE, ID

SUBJ: BELL TELEPHONE MFG. CO. WINS CONTRACT FOR TELECOMMUNICATIONS
EQUIPMENT IN INDONESIA

REF: ANTWERP 055, JAKARTA 103

ANTWERP PRESS THIS MORNING (FEBRUARY 19) REPORTED THAT "AFTER
FIERCE INTERNATIONAL COMPETITION" BELL TELEPHONE MFG CO. OF
ANTWERP (ITT S BELGIAN SUBSIDIARY) HAS BEEN AWARDED CONTRACT
BY INDONESIAN GOVERNMENT FOR TELECOMMUNICATIONS EQUIPMENT IN
AMOUNT OF 4.623 BILLION BELGIAN FRANCS IN CONNECTION WITH
INSTALLATION OF DOMESTIC SATELLITE COMMUNICATIONS SYSTEM
IN INDONESIA. CONTRACT WAS REPORTEDLY LARGEST IN BELL TELEPHONE S
93-YEAR HISTORY.

BELL OFFICIAL CONFIRMED FOREGOING TO ME THIS MORNING AND STATED
CONTRACT WAS EVEN LARGER THAN BELL HAD EXPECTED. HE SAID THAT
ALTHOUGH PHILLIPS CONTRACT IN AMOUNT OF APPROXIMATE EQUIVALENT
OF 6 BILLION BF (ANTWERP 055) WAS LARGER, MOST OF IT WAS FOR CABLE.
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ALTHOUGH BELL CONTRACT IS PRIMARILY FOR SWITCHING EQUIPMENT,

TELEPHONES AND EXCHANGES OUTSIDE OF CAPITAL AND IN OUTLYING ISLANDS, IT INCLUDES INSTALLATION OF ELECTRONIC INTERNATIONAL EXCHANGE IN JAKARTA WHICH OFFICIAL STATES WILL BE FOUR TIMES LARGER THAN ONE INSTALLED BY BELL IN SYDNEY SEVERAL MONTHS AGO AND WHICH, ACCORDING TO HIM, IS CURRENTLY THE MOST MODERN AND LARGEST CENTRALIZED SUCH EXCHANGE IN THE WORLD. HE STATED INDONESIANS HAD MADE RECENT FIRST-HAND STUDY OF SYDNEY EXCHANGE AND, AS STATED ANTWERP 0445, THIS WAS PROBABLY AN IMPORTANT FACTOR IN INDONESIAN DECISION TO AWARD CONTRACT TO BELL.

BELL TELEPHONE PRESIDENT AND MANAGING DIRECTOR FRANK PEPERMANS, WHO LEFT ANTWERP FEBRUARY 10 FOR JAKARTA IN EFFORT TO BRING NEGOTIATIONS RE CONTRACT TO A DECISION, IS SCHEDULED TO RETURN TO ANTWERP TODAY AFTER AN OBVIOUSLY SUCCESSFUL TRIP. CONTRACT AUGURS WELL FOR EMPLOYMENT SITUATION IN 1975 AND 1976 AT BELL, WHICH HAD IMPOSED HIRING FREEZE RECENTLY AS RESULT OF DECLINE IN ORDERS FOR EQUIPMENT.
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Margaret P. Grafeld
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